

Boulder County 4-H Product Sale

General Information:

1. The 2025 Boulder County 4-H Product Sale will be held in the Exhibit Building, Wednesday, August 6, 2025, starting at 6:30pm. Sale items and the 4-H member selling the item must be present at 6:00pm.

Definitions:

1. Exhibitor: 4-H youth member exhibiting an item at fair
2. Nomination Form: Form filled out during FairEntry registration to indicate the exhibitor would like 4-H General Project entries to be considered as a sale item for the Product Sale.
3. Sale Intent Form: Form filled out to indicate the exhibitor would like a specified item to be added to the catalog to sell at the Product Sale.
4. Entry: Item produced for completion of a 4-H General Project.
5. Sale Item: Tangible item that can be displayed and sold and is a practice item or a duplicate of the entry submitted for completion of a 4-H General Project.
6. Buyer: Individual who makes the winning bid in the Product Sale
7. Add-on Sponsor: Individual who makes a donation to an exhibitor featured in the Product Sale.
8. Perishable Food Item: a baked good or other food item, such as cake entered in cake decorating, that must be made fresh before the Product Sale. Includes sale items from the following departments:
 - a. Cake Decorating - Units 1-6
 - b. Foods & Nutrition - Units 1-4

Eligibility:

1. Any 4-H member may sell only one sale item in the Product Sale, however they may nominate multiple entries on one Nomination Form at the time of registration. Any nominated entry must be approved as sale worthy by a fair judge on Interview Judging Day.
2. Enrollment: The exhibitor must be currently enrolled into the 4-H project(s) allowed to sell.
3. Registration: At the time of registration, the Nomination Form, found in FairEntry, must be completed. All projects meeting sale criteria that the exhibitor would like to be considered for the Product Sale must be included in this form.
4. Sale item must have been completed this 4-H year. It may be a practice item, or a second item, or a duplicate but must be complete. The Sale Item must also be listed somewhere in the 4-H members project record book. Items intended for sale are not eligible for State Fair.

Fair Check-in & Sale Intent Process:

1. The exhibitor must check-in at Interview Judging Day with their entry and sale item, except for Perishable Food Items. For Perishable Food Items, just the entry is brought to Interview Judging Day and the Sale Item is brought on to the Product Sale only.
2. All 4-H members participating in the Product Sale must provide the Sale Intent Form to the Product Sale Committee **no later than 5:00pm, Thursday, July 31, 2025.**

- a. If the Sale Item is not a Perishable Food Item, the judge will let the exhibitor know at the time of judging that it is worthy to sell and the exhibitor may request a Sale Intent Form at that time.
- b. If the Sale Item is a Perishable Food Item, the judge will let the exhibitor know at the time of judging that the entry is worthy to sell and the exhibitor may request a Sale Intent Form at that time. However, the exhibitor must replicate the entry and bring the replica Sale Item to the Product Sale.
- c. The exhibitor must have their photo taken with their sale item or entry. The photograph will be taken immediately following your interview judging by a fair office staff photographer.

General Product Sale Rules:

1. Sale Order: Sale order will be of a random order.
2. Sale Limit:
 - a. The Product Sale Committee reserves the right to limit the number of Sale Items.
 - b. An exhibitor may sell only one Sale Item.
3. Marketing: The entering, marketing, presentation, and sale of all entries in the Boulder County 4-H Products Sale will be the responsibility of the exhibitor.
4. Sale Attendance: The exhibitor must be present at the sale and is required to display their Sale Item to the buyers while their product is being sold.
 - a. Any 4-H member withdrawing a product from sale after being designated on the Sale Intent Form will forfeit sale privileges for this sale and the following year.
 - b. Exhibitors must check-in by 6:00pm. with their Sale Item.
5. Dress Requirement: The exhibitor must be dressed in clean appropriate attire during the Product Sale.
6. State Fair: Sale Items sold at the Boulder County Fair Product Sale are not eligible for submission to the Colorado State Fair therefore must be a duplicate, practice, or replica of 4-H exhibit item.
7. Product Quality: All Sale Items must be complete, meet all eligibility requirements, and be approved on Interview Judging Day. The Product Sale Committee also reserves the right to disqualify any Sale Item they do not consider worthy.

"Thank You" and Payment Process:

1. FairEntry: The Product Sale Committee will use the exhibitor's information in FairEntry for contacting, printing, and possible mailing of the sale check. 4-H exhibitors must enter a current email address, telephone number, and home address and are responsible for responding to communications with the fair office in a timely manner.
2. Within five days of the conclusion of the fair an email will be sent to the exhibitor's email address in FairEntry from the Product Sale Committee. This will contain a listing of all buyers and add-on sponsors and their contact information.
3. The exhibitor is to deliver the Thank You letters for all buyers and add-on sponsors to the Boulder County Extension Office in pre-addressed and stamped envelopes. If the buyer is known to the exhibitor personally, use own return address. If buyer is not known to exhibitor personally, use Extension Address:

9595 Nelson Road
Box B

Longmont, CO 80501

4. Payment will be made after thank you letters addressed to each buyer are delivered to the Extension Office. (The letter(s) with postage, and return address on envelope(s)). If checks are ready they may be distributed from the Extension office, or mailed out to exhibitors
Due Date & Lateness: Failure of an exhibitor to submit a hand-delivered thank you letter(s) to the Boulder County Extension Office by the **last Thursday in August** will result in a **\$100.00 fee** being deducted from the exhibitor's payment check and will go to a BCF 4-H scholarship fund.

Timeline:

1. Registration (June 1st - July 10th)
 - a. Register an entry in 4-H General Projects.
 - b. Complete one Nomination Form per exhibitor.
2. Complete entry and sale item (before July 31st)
 - a. Complete record book and include sale item somewhere in record (example: list in goal, story, participation or a photo).
3. Solicit prospective buyers (before August 6th)
 - a. Announce and advertise your plan to sell at the Boulder County Fair Product Sale to friends, family, and businesses.
4. Interview Judging Day (July 31st)
 - a. Bring your General Projects entry and Sale Item (for Perishable Food Item, bring entry only) and completed project record book.
 - b. After judging, request and complete a Sale Intent Form, identifying the one Sale Item you'd like to sell in the Product Sale. Turn in signed, complete Sale Intent **no later than 5:00pm Thursday July 31st**. Have your photo taken with your Sale Item (or entry in the case of Perishable Food Item).
5. Product Sale day (August 6th)
 - a. Dress in clean appropriate attire
 - b. Check-in at Product Sale no later than 6:00pm in the Exhibit Building and collect your Sale Item from the display area (for Perishable Food Items, a freshly made Sale Item must be brought to the Product Sale).
 - c. Stay by your Sale Item to answer questions until your turn to sell.
 - d. Smile and proudly present your Sale Item to bidders at the sale.
 - e. Personally thank your buyer and add-on sponsors. This is in addition to a formal note, to be sent later.
6. After the Product Sale (on or before August 15th)
 - a. You will receive buyer contact information for thank you letters via email.
 - b. Write a heartfelt thank you(s) to buyer(s) and add-on sponsor(s) in addressed, stamped and sealed envelopes.
7. Take thank you letters to the Extension Office **no later than Aug 28th**.

Eligible General Project classes for the Product Sale:

Exhibitors may nominate multiple entries but can only sell one Sale Item.

- Ceramics - Units 1-3 (1 item)
- Leathercraft - Units 1-7 (1 item)
- 4-H Photography - Units 1-5 ONLY (1 item) Framed 8x10" (not from Digital contest)
- Scrapbooking
 - Unit Tags (min set of 4)
 - Unit Cards (min set of 4)
- Visual Arts - Drawing, Painting, Fiber & Sculpture (1 piece of art, display ready)
- Artistic Clothing - Stitched, Applied, Combo, Recycled and Creative (1 item)
- Cake Decorating - Units 1-6
 - Units 1-4 Decorated real cake (no forms) (1 item)
 - Unit 5 - Decorated treats (at least 6 decorated cupcakes or at least 1 dozen decorated cookies)
 - Unit 6 Decorated cut up cake (1 item)
- Clothing Construction - Steam Units 1-3 (1 item)
- Foods & Nutrition - Units 1-4
 - Unit 101 (at least 1 dozen no bake, bars, or cookies)
 - Unit 201 (at least 1 dozen muffins, 1 batch of scones, or 1 quick bread)
 - Unit 301 (1 yeast bread, or at least 6 rolls, or 1 shortened cake)
 - Unit 401 (1 double crust pie or 1 flatbread)
- Food Preservation - Units 2-3
 - Unit 2 (at least 3 different product items)
 - Unit 3 (2 jars of Jams/jelly, 2 jars pickles 2 jars relish only due to food safety)
- Heritage Arts -
 - Crochet Units 1-3 (1 item)
 - Miscellaneous Fiber (1 item)
 - Non-Fiber (1 item)
 - Knitting Units 1-3 (1 item)
 - Quilting Units 1-3 (1 item)
- Home Design & Decor - Units 1-2 (1 item)
- Rockets - Units 1-4 (1 item)
- Woodworking - Units 1-4 (1 item)
- Beekeeping
 - Stand Alone Unit 2 (1 item)
 - Stand Alone Unit 3 (1 item)
 - Extract
 - Chunk
- Shooting Sports
 - Decorative Item (1 item)
 - Stand Alone classes (1 item)
- Sportfishing - Stand Alone classes (fly tying, min of 4 flies)